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POTASH & PHOSPHATE INSTITUTE

CALENDAR YEAR POTASH REPORT SUMMARY

(Short Tons K2O)

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1986	1985	Change %	1986	1985	Change %	1986	1985	Change %
Beginning Inventory	1,946,547	1,700,814	14.4%	357,080	349,310	2.2%	2,303,627	2,050,124	12.4%
(+) Production	7,382,681	7,315,540	.9%	1,290,569	1,371,805	-5.9%	8,673,250	8,687,345	- .2%
(-) Ending Inventory	1,693,794	1,946,547	-13.0%	406,745	357,080	13.9%	2,100,539	2,303,627	-8.8%
(=) Total Disappearance	7,635,434	7,069,807	8.0%	1,240,904	1,364,035	-9.0%	8,876,338	8,433,842	5.2%
(-) Exports	2,879,607	2,125,101	35.5%	556,323	540,265	3.0%	3,435,930	2,665,366	28.9%
(=) Disappearance-Canada & United States	4,755,827	4,944,706	-3.8%	684,581	823,770	-16.9%	5,440,408	5,768,476	-5.7%

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

Calendar Years 1986 and 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986	1985	MINE SITE	OFFSITE	1986	1985	1986	1985
MURIATE								
Special Std.	270,848	216,442	13,668	17,123	30,791	43,035	283,092	191,855
Standard	2,225,535	2,195,689	429,606	137,536	567,142	723,539	2,381,932	1,940,416
Chemical	75,587	96,651	7,622	1,233	8,855	13,442	80,174	88,899
Coarse	2,239,045	2,423,106	149,738	374,911	524,649	590,273	2,304,669	2,557,417
Granular	2,909,116	2,717,344	268,593	386,423	655,016	682,791	2,936,891	2,612,344
Soluble	728,529	779,184	130,428	106,200	236,628	156,467	648,368	783,877
SULPHATES	224,590	258,929	60,474	16,984	77,458	94,080	241,212	259,034
TOTAL	8,673,250	8,687,345	1,060,129	1,040,410	2,100,539	2,303,627	8,876,338	8,433,842

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES	
	U.S. AND CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JANUARY -- DECEMBER	
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
MURIATE										
Spec. Std	50	3,319	235,454	167,529	-	-	-	-	235,504	170,848
Standard	353,755	397,246	1,952,871	1,499,314	193,462	170,007	13,432	16,225	2,513,520	2,082,792
Chemical	384	-	41	-	70,141	90,414	1,693	1,955	72,259	92,369
Coarse	2,189,299	2,478,634	284,196	158,270	-	-	-	-	2,473,495	2,636,904
Granular	2,073,062	2,055,477	666,889	532,521	-	-	-	-	2,739,951	2,587,998
Soluble	378,689	443,507	127,190	116,328	110,562	159,699	68,499	91,168	684,940	810,702
SULPHATES	146,155	157,606	85,585	80,335	5,128	7,948	80	1,721	236,948	247,610
TOTAL	5,141,394	5,535,789	3,352,226	2,554,297	379,293	428,068	83,704	111,069	8,956,617	8,629,223

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

CALENDAR 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,341	4,209	427	0	1,147	7,124
Australia	3,050	26,551	87,372	2,176	3,427	122,576
Bangladesh	21,001	0	0	0	0	21,001
Belgium	46,929	0	6,669	0	0	53,598
Brazil	137,939	173,044	395,431	3,450	1,815	711,679
Chile	28,848	0	0	0	14,664	43,512
China	326,594	0	0	0	5,430	332,024
Columbia	18,984	473	13,878	0	4,907	38,242
Costa Rica	10,459	3,912	2,904	0	4,146	21,421
Denmark	57,132	0	0	0	1,273	58,405
Dom, Republic	0	0	12,487	0	641	13,128
Ecuador	1,951	0	10,744	0	573	13,268
France	13,443	0	0	0	0	13,443
Guatemala	4,402	0	10,782	0	726	15,910
Honduras	2,133	0	415	0	73	2,621
India	398,036	0	0	9,516	0	407,552
Indonesia	184,023	0	0	0	0	184,023
Ireland	0	0	21,125	0	0	21,125
Italy	17,697	0	0	0	0	17,697
Jamaica	0	6,382	3,196	0	0	9,578
Japan	201,456	63,494	35,088	90,185	26,672	416,895
Korea	218,891	0	0	21,828	24	240,743
Malaysia	144,251	0	0	0	603	144,854
Mexico	52,506	16	0	35	6,557	59,114
New Zealand	39,790	1,828	0	0	0	41,618
Panama	0	0	1,718	0	392	2,110
Peru	10,713	0	0	0	5,244	15,957
Philippines	11,404	0	0	0	6,288	17,692
Puerto Rico	0	2,528	978	0	132	3,638
South Africa	3,326	1,759	11,396	0	0	16,481
Sri Lanka	14,085	0	0	0	0	14,085
Switzerland	124,148	0	24,900	0	0	149,048
Taiwan	70,231	0	0	0	0	70,231
Thailand	0	0	0	0	851	851
United Kingdom	0	0	2,493	0	0	2,493
Venezuela	23,356	0	24,886	0	0	48,242
West Germany	247	0	0	0	0	247
TOTAL AG:	2,188,366	284,196	666,889	127,190	85,585	3,352,226
NON-AGRICULTURAL						
Australia	13	-	-	0	0	13
Brazil	2,111	-	-	0	0	2,111
Italy	0	-	-	18,067	0	18,067
Japan	8,492	-	-	44,280	52	52,824
Korea	264	-	-	6,080	0	6,344
Mexico	3,215	-	-	72	28	3,315
Pakistan	25	-	-	0	0	25
Puerto Rico	6	-	-	0	0	6
Sweden	558	-	-	0	0	558
United Kingdom	441	-	-	0	0	441
TOTAL NON-AG:	15,125	-	-	68,499	80	83,704
TOTAL EXPORTS:	2,203,491	284,196	666,889	195,689	85,665	3,435,930

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

CALENDAR 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	13,669	7,206	28,206	6,685	2,621	58,387
AK Alaska	29	91	789	0	0	909
AZ Arizona	400	48	291	2	298	1,039
AR Arkansas	14	1,870	43,021	4,066	694	49,665
CA California	18,768	14,572	10,035	3,371	10,338	57,084
CO Colorado	1,962	140	4,641	462	550	7,755
CT Connecticut	0	1,913	1,915	251	593	4,672
DE Delaware	0	0	24,586	262	643	25,491
FL Florida	72,218	10,071	21,474	7,327	36,705	147,795
GA Georgia	19,440	4,048	59,805	17,368	13,404	114,065
HI Hawaii	181	9,317	2,090	1,356	525	13,469
ID Idaho	2,369	7,394	16,530	661	80	27,034
IL Illinois	23,310	534,727	67,932	56,393	2,335	684,697
IN Indiana	21,659	280,324	30,241	35,453	1,609	369,286
IA Iowa	14,379	243,630	124,165	67,439	904	450,517
KS Kansas	3,071	5,808	18,618	2,928	1,115	31,540
KY Kentucky	1,009	75,511	46,414	1,783	3,792	128,509
LA Louisiana	6,054	12,250	45,276	7,340	86	71,006
ME Maine	478	0	6,666	125	760	8,029
MD Maryland	1,911	308	25,972	7,827	856	36,874
MA Massachusetts	0	0	2,822	1,784	1,202	5,808
MI Michigan	7,108	139,095	51,413	4,878	1,854	204,348
MN Minnesota	2,816	111,977	219,649	10,724	3,310	348,476
MS Mississippi	14	6,616	12,047	6,587	466	25,730
MO Missouri	12,689	47,231	162,269	22,191	1,161	245,541
MT Montana	71	423	10,751	706	30	11,981
NE Nebraska	1,093	3,543	13,501	9,571	5,524	33,232
NV Nevada	0	37	0	0	363	400
NH New Hampshire	0	0	432	0	76	508
NJ New Jersey	0	1,532	4,235	1,861	991	8,619
NM New Mexico	88	2,103	3,544	863	1,985	8,583
NY New York	2,606	14,583	43,082	4,973	2,229	67,473
NC North Carolina	7,660	21,076	47,337	15,018	6,331	97,422
ND North Dakota	90	5,278	20,211	377	57	26,013
OH Ohio	16,665	229,841	170,439	17,803	4,599	439,347
OK Oklahoma	1,010	3,190	14,643	789	768	20,400
OR Oregon	693	3,929	20,812	1,249	1,532	28,215
PA Pennsylvania	3,465	1,451	45,192	6,112	2,993	59,213
RI Rhode Island	0	117	901	138	85	1,241
SC South Carolina	28,159	8,615	64,708	3,732	4,856	110,070
SD South Dakota	0	4,217	8,470	1,333	0	14,020
TN Tennessee	2,896	17,877	90,794	6,236	1,770	119,573
TX Texas	28,737	26,353	61,469	7,042	7,834	131,435
UT Utah	4,815	108	1,012	162	92	6,189
VT Vermont	0	376	2,325	310	373	3,384
VA Virginia	15,801	5,757	95,026	14,418	1,549	132,551
WA Washington	6,114	5,492	24,270	2,335	1,922	40,133
WV West Virginia	0	2,301	524	300	22	3,147
WI Wisconsin	7,869	202,001	84,098	8,305	3,628	305,901
WY Wyoming	61	264	1,053	30	242	1,650
TOTAL U.S.:	351,441	2,074,611	1,855,696	370,926	135,752	4,788,426
CANADA						
AB Alberta	53	1,607	25,836	2,355	1	29,852
BC Brit. Columbia	0	395	13,072	89	360	13,916
MB Manitoba	17	5,063	15,136	1,815	0	22,031
NB New Brunswick	0	4,693	12,579	65	673	18,010
NF Newfoundland	270	0	0	0	0	270
NS Nova Scotia	17	319	3,695	0	39	4,070
ON Ontario	239	82,274	48,409	3,109	6,286	140,317
PE Pr.Edward Isle	0	943	10,523	0	569	12,035
PQ Quebec	1,837	17,640	75,124	201	2,475	97,277
SK Saskatchewan	315	1,754	12,992	129	0	15,190
TOTAL CAN:	2,748	114,688	217,366	7,763	10,403	352,968
DOMESTIC AG TOTAL:	354,189	2,189,299	2,073,062	378,689	146,155	5,141,394
EXPORT SALES:	2,188,366	284,196	666,889	127,190	85,585	3,352,226
TOTAL AG SALES:	2,542,555	2,473,495	2,739,951	505,879	231,740	8,493,620

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

CALENDAR 1986

NON-AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	61,105	-	-	34,797	5	95,907
AK Alaska	4,037	-	-	4,332	0	8,369
AZ Arizona	59	-	-	0	28	87
AR Arkansas	28	-	-	14	165	207
CA California	7,742	-	-	772	737	9,251
CO Colorado	3,744	-	-	63	0	3,807
CT Connecticut	97	-	-	3	0	100
DE Delaware	36,760	-	-	4,262	0	41,022
FL Florida	739	-	-	301	1,309	2,349
GA Georgia	79	-	-	116	444	639
HI Hawaii	0	-	-	0	49	49
ID Idaho	0	-	-	0	24	24
IL Illinois	636	-	-	949	21	1,606
IN Indiana	199	-	-	0	44	243
IA Iowa	610	-	-	39	58	707
KS Kansas	1,097	-	-	74	127	1,298
KY Kentucky	14	-	-	147	22	183
LA Louisiana	664	-	-	369	10	1,043
ME Maine	694	-	-	0	0	694
MD Maryland	124	-	-	0	0	124
MA Massacnusetts	367	-	-	31	110	508
MI Michigan	310	-	-	843	16	1,169
MN Minnesota	42	-	-	298	48	388
MS Mississippi	39,529	-	-	34	5	39,568
MO Missouri	2,515	-	-	186	570	3,271
MT Montana	15	-	-	0	0	15
NE Nebraska	59	-	-	42	44	145
NV Nevada	0	-	-	26	204	230
NH New Hampshire	27	-	-	0	0	27
NJ New Jersey	835	-	-	117	0	952
NM New Mexico	16,205	-	-	1,732	1	17,938
NY New York	2,565	-	-	4,860	3	7,428
NC North Carolina	72	-	-	52	98	222
ND North Dakota	67	-	-	0	0	67
OH Ohio	22,022	-	-	49,427	17	71,466
OK Oklahoma	6,782	-	-	301	131	7,214
OR Oregon	1,467	-	-	0	21	1,488
PA Pennsylvania	1,671	-	-	642	198	2,511
RI Rhode Island	32	-	-	0	0	32
SC South Carolina	29	-	-	26	62	117
SD South Dakota	0	-	-	0	0	0
TN Tennessee	144	-	-	366	135	645
TX Texas	19,643	-	-	1,966	34	21,643
UT Utah	11,685	-	-	0	42	11,727
VT Vermont	325	-	-	0	0	325
VA Virginia	0	-	-	62	0	62
WA Washington	2,323	-	-	12	56	2,391
WV West Virginia	17	-	-	512	0	529
WI Wisconsin	636	-	-	13	24	673
WY Wyoming	287	-	-	0	0	287
TOTAL U.S.:	248,099	-	-	107,786	4,862	360,747
CANADA						
AB Alberta	2,543	-	-	454	0	2,997
BC Brit. Columbia	0	-	-	0	0	0
MB Manitoba	0	-	-	13	0	13
NB New Brunswick	0	-	-	0	0	0
NF Newfoundland	234	-	-	0	0	234
NS Nova Scotia	0	-	-	0	0	0
ON Ontario	8,407	-	-	1,151	266	9,824
PE Pr.Edward Isle	0	-	-	0	0	0
PQ Quebec	478	-	-	0	0	478
SK Saskatchewan	3,842	-	-	1,158	0	5,000
TOTAL CAN:	15,504	-	-	2,776	266	18,546
TOTAL DOM. NON-AG:	263,603	-	-	110,562	5,128	379,293
EXPORT SALES:	15,125	-	-	68,499	80	83,704
TOTAL NON-AG:	278,728	-	-	179,061	5,208	462,997
GRAND TOTAL:	**2,821,283**	**2,473,495**	**2,739,951**	**684,940**	**236,948**	**8,956,617**

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

Calendar Years 1986 and 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986	1985	MINE SITE	OFFSITE	1986	1985	1986	1985
MURIATE								
Special Standard	270,848	216,442	13,668	17,123	30,791	43,035	283,092	191,855
Standard	1,741,916	1,667,601	268,521	136,963	405,484	565,133	1,901,565	1,470,760
Chemical	61,546	70,178	2,797	1,233	4,030	10,188	67,706	62,876
Coarse	2,136,950	2,294,672	131,131	374,911	506,042	556,379	2,187,287	2,407,547
Granular	2,457,798	2,333,835	127,812	384,139	511,951	625,440	2,571,287	2,194,188
Soluble	713,621	732,812	129,296	106,200	235,496	146,372	624,497	742,581
TOTAL	7,382,681	7,315,540	673,225	1,020,569	1,693,794	1,946,547	7,635,434	7,069,807

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES	
	U.S. AND CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JANUARY -- DECEMBER	
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
MURIATE										
Special Std	50	3,319	235,454	167,529	-	-	-	-	235,504	170,848
Standard	274,852	294,583	1,688,104	1,249,706	91,031	38,531	7,755	10,789	2,061,742	1,593,609
Chemical	183	-	-	-	58,676	65,085	1,455	1,259	60,314	66,344
Coarse	2,105,361	2,356,628	254,986	116,111	-	-	-	-	2,360,347	2,472,739
Granular	1,872,848	1,747,108	499,184	372,719	-	-	-	-	2,372,032	2,119,827
Soluble	367,018	431,472	124,242	116,328	100,689	130,698	68,427	90,660	660,376	769,156
TOTAL	4,620,312	4,833,110	2,801,970	2,022,393	250,396	234,314	77,637	102,708	7,750,315	7,192,525

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	1,341	2,013	0	0	3,354
Australia	3,050	24,127	85,755	2,176	115,108
Bangladesh	21,001	0	0	0	21,001
Belgium	7,681	0	0	0	7,681
Brazil	115,922	152,706	280,987	3,450	553,065
Chile	28,848	0	0	0	28,848
China	313,013	0	0	0	313,013
Columbia	9,216	0	8,415	0	17,631
Costa Rica	10,459	3,912	0	0	14,371
Denmark	57,132	0	0	0	57,132
Dom. Republic	0	0	2,843	0	2,843
Ecuador	0	0	3,483	0	3,483
France	13,443		0	0	13,443
Guatemala	4,402	0	10,782	0	15,184
India	329,387	0	0	9,516	338,903
Indonesia	184,023	0	0	0	184,023
Ireland	0	0	7,756	0	7,756
Italy	17,697	0	0	0	17,697
Jamaica	0	6,382	3,196	0	9,578
Japan	155,719	59,731	33,626	87,272	336,348
Korea	218,886	0	0	21,828	240,714
Malaysia	144,251	0	0	0	144,251
Mexico	33,062	0	0	0	33,062
New Zealand	22,722	1,828	0	0	24,550
Peru	7,935	0	0	0	7,935
Philippines	11,404	0	0	0	11,404
Puerto Rico	0	2,528	0	0	2,528
South Africa	3,326	1,759	11,396	0	16,481
Sri Lanka	14,085	0	0	0	14,085
Switzerland	124,148	0	24,900	0	149,048
Taiwan	48,049	0	0	0	48,049
United Kingdom	0	0	2,493	0	2,493
Venezuela	23,356	0	23,552	0	46,908
TOTAL AG:	1,923,558	254,986	499,184	124,242	2,801,970
NON-AGRICULTURAL					
Australia	13	-	-	0	13
Italy	0	-	-	18,067	18,067
Japan	8,467	-	-	44,280	52,747
Korea	264	-	-	6,080	6,344
Pakistan	25	-	-	0	25
United Kingdom	441	-	-	0	441
TOTAL NON-AG:	9,210	-	-	68,427	77,637
TOTAL EXPORTS:	1,932,768	254,986	499,184	192,669	2,879,607

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1986

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	10,778	5,684	27,824	5,561	49,847
AK	Alaska	29	91	789	0	909
AZ	Arizona	0	0	0	0	0
AR	Arkansas	0	0	37,466	4,053	41,519
CA	California	403	22	1,743	3,357	5,525
CO	Colorado	31	0	747	401	1,179
CT	Connecticut	0	1,913	1,910	251	4,074
DE	Delaware	0	0	24,586	262	24,848
FL	Florida	71,693	10,071	21,434	7,327	110,525
GA	Georgia	16,956	4,033	59,719	17,359	98,067
HI	Hawaii	0	5,662	2,090	1,356	9,108
ID	Idaho	0	1,086	7,609	661	9,356
IL	Illinois	23,240	532,618	58,893	56,175	670,926
IN	Indiana	21,659	280,324	30,241	35,453	367,677
IA	Iowa	14,115	243,070	115,014	67,439	439,638
KS	Kansas	0	300	2,982	1,955	5,237
KY	Kentucky	981	75,511	45,514	1,783	123,789
LA	Louisiana	4,630	6,419	35,109	6,804	52,962
ME	Maine	478	0	6,666	125	7,269
MD	Maryland	1,911	308	25,972	7,827	36,018
MA	Massachusetts	0	0	2,822	1,691	4,513
MI	Michigan	7,102	139,095	51,413	4,864	202,474
MN	Minnesota	1,515	111,962	219,039	10,715	343,231
MS	Mississippi	0	6,343	10,988	6,560	23,891
MO	Missouri	5,903	39,882	120,901	21,530	188,216
MT	Montana	71	408	10,630	706	11,815
NE	Nebraska	122	3,261	10,650	9,555	23,588
NV	Nevada	0	0	0	0	0
NH	New Hampshire	0	0	432	0	432
NJ	New Jersey	0	1,532	4,235	1,836	7,603
NM	New Mexico	0	0	0	0	0
NY	New York	2,606	14,583	43,082	4,973	65,244
NC	North Carolina	7,172	21,076	47,337	15,018	90,603
ND	North Dakota	90	5,278	20,211	377	25,956
OH	Ohio	16,665	229,841	170,439	17,788	434,733
OK	Oklahoma	0	128	730	487	1,345
OR	Oregon	160	2,153	17,074	1,249	20,636
PA	Pennsylvania	3,284	1,451	44,223	6,070	55,028
RI	Rhode Island	0	117	901	138	1,156
SC	South Carolina	27,324	8,615	64,708	3,682	104,329
SD	South Dakota	0	4,217	8,422	1,333	13,972
TN	Tennessee	2,896	17,877	90,764	6,208	117,745
TX	Texas	0	116	3,528	628	4,272
UT	Utah	4,611	0	4	0	4,615
VT	Vermont	0	376	2,325	310	3,011
VA	Virginia	15,801	5,757	95,026	14,418	131,002
WA	Washington	2,342	5,156	23,664	2,335	33,497
WV	West Virginia	0	2,301	524	300	3,125
WI	Wisconsin	7,725	202,001	84,098	8,305	302,129
WY	Wyoming	44	35	946	30	1,055
	TOTAL U.S.:	272,337	1,990,673	1,655,424	359,255	4,277,689
CANADA						
AB	Alberta	53	1,607	25,836	2,355	29,851
BC	Brit. Columbia	0	395	13,072	89	13,556
MB	Manitoba	17	5,063	15,136	1,815	22,031
NB	New Brunswick	0	4,693	12,579	65	17,337
NF	Newfoundland	270	0	0	0	270
NS	Nova Scotia	17	319	3,695	0	4,031
ON	Ontario	239	82,274	48,467	3,109	134,089
PE	Pr.Edward Isle	0	943	10,523	0	11,466
PQ	Quebec	1,837	17,640	75,124	201	94,802
SK	Saskatchewan	315	1,754	12,992	129	15,190
	TOTAL CAN:	2,748	114,688	217,424	7,763	342,623
TOTAL DOM. AG:		275,085	2,105,361	1,872,848	367,018	4,620,312
EXPORT SALES:		1,923,558	254,986	499,184	124,242	2,801,970
TOTAL AG SALES:		2,198,643	2,360,347	2,372,032	491,260	7,422 282

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

CALENDAR 1986

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL	Alabama	58,433	-	-	34,216	92,649
AK	Alaska	4,037	-	-	4,332	8,369
AZ	Arizona	18	-	-	0	18
AR	Arkansas	14	-	-	0	14
CA	California	0	-	-	685	685
CO	Colorado	2,318	-	-	0	2,318
CT	Connecticut	0	-	-	0	0
DE	Delaware	31,610	-	-	4,262	35,872
FL	Florida	0	-	-	301	301
GA	Georgia	0	-	-	90	90
HI	Hawaii	0	-	-	0	0
ID	Idaho	0	-	-	0	0
IL	Illinois	335	-	-	924	1,259
IN	Indiana	163	-	-	0	163
IA	Iowa	189	-	-	28	217
KS	Kansas	124	-	-	13	137
KY	Kentucky	14	-	-	147	161
LA	Louisiana	312	-	-	246	558
ME	Maine	680	-	-	0	680
MD	Maryland	124	-	-	0	124
MA	Massachusetts	0	-	-	0	0
MI	Michigan	207	-	-	821	1,028
MN	Minnesota	14	-	-	298	312
MS	Mississippi	0	-	-	0	0
MO	Missouri	2,066	-	-	26	2,092
MT	Montana	15	-	-	0	15
NE	Nebraska	45	-	-	42	87
NV	Nevada	0	-	-	0	0
NH	New Hampshire	27	-	-	0	27
NJ	New Jersey	649	-	-	117	766
NM	New Mexico	0	-	-	0	0
NY	New York	2,454	-	-	4,860	7,314
NC	North Carolina	0	-	-	52	52
ND	North Dakota	67	-	-	0	67
OH	Ohio	21,929	-	-	44,830	66,759
OK	Oklahoma	15	-	-	0	15
OR	Oregon	1,442	-	-	0	1,442
PA	Pennsylvania	603	-	-	642	1,245
RI	Rhode Island	0	-	-	0	0
SC	South Carolina	0	-	-	0	0
SD	South Dakota	0	-	-	0	0
TN	Tennessee	0	-	-	366	366
TX	Texas	143	-	-	63	206
UT	Utah	5,399	-	-	0	5,399
VT	Vermont	14	-	-	0	14
VA	Virginia	0	-	-	62	62
WA	Washington	14	-	-	0	14
WV	West Virginia	17	-	-	512	529
WI	Wisconsin	491	-	-	13	504
WY	Wyoming	221	-	-	0	221
	TOTAL U.S.:	134,203	-	-	97,948	232,151
CANADA						
AB	Alberta	2,543	-	-	454	2,997
BC	Brit. Columbia	0	-	-	0	0
MB	Manitoba	0	-	-	13	13
NB	New Brunswick	0	-	-	0	0
NF	Newfoundland	234	-	-	0	234
NS	Nova Scotia	0	-	-	0	0
ON	Ontario	8,407	-	-	1,116	9,523
PE	Pr.Edward Isle	0	-	-	0	0
PQ	Quebec	478	-	-	0	478
SK	Saskatchewan	3,842	-	-	1,158	5,000
	TOTAL CAN:	15,504	-	-	2,741	18,245
TOTAL DOM. NON-AG:		149,707	-	-	100,689	250,396
EXPORT SALES:		9,210	-	-	68,427	77,637
TOTAL NON-AG:		158,917	-	-	169,116	328,033
GRAND TOTAL:		2,357,560	2,360,347	2,372,032	660,376	7,750,315

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

Calendar Years 1986 and 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986	1985	MINE SITE	OFFSITE	1986	1985	1986	1985
MURIATE								
Standard	483,619	528,088	161,085	573	161,658	158,406	480,367	469,656
Chemical	14,039	26,473	4,825	0	4,825	3,254	12,468	26,023
Coarse	102,095	128,434	18,607	0	18,607	33,894	117,382	149,870
Granular	451,318	383,509	140,781	2,284	143,065	57,351	365,604	418,156
Soluble	14,908	46,372	1,132	0	1,132	10,095	23,871	41,296
SULPHATES	224,590	258,929	60,474	16,984	77,458	94,080	241,212	159,034
TOTAL	1,290,569	1,371,805	386,904	19,841	406,745	357,080	1,240,904	1,364,035

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES
	U.S. AND CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		JANUARY -- DECEMBER
	1986	1985	1986	1985	1986	1985	1986	1985	1986	1985
MURIATE										
Standard	78,903	102,663	264,767	249,608	102,431	131,476	5,677	5,436	451,778	489,183
Chemical	201	-	41	-	11,465	25,329	238	696	11,945	26,025
Coarse	83,938	122,006	29,210	42,159	-	-	-	-	113,148	164,165
Granular	200,214	308,369	167,705	159,802	-	-	-	-	367,919	468,171
Soluble	11,671	12,035	2,948	-	9,873	29,001	72	508	24,564	41,544
SULPHATES	146,155	157,606	85,585	80,335	5,128	7,948	80	1,721	236,948	247,610
TOTAL	521,082	702,679	550,256	531,904	128,897	193,754	6,067	8,361	1,206,302	1,436,698

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

CALENDAR 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	2,196	427	0	1,147	3,770
Australia	0	2,424	1,617	0	3,427	7,468
Belgium	39,248	0	6,669	0	0	45,917
Brazil	22,017	20,338	114,444	0	1,815	158,614
Chile	0	0	0	0	14,664	14,664
China	13,581	0	0	0	5,430	19,011
Columbia	9,768	473	5,463	0	4,907	20,611
Costa Rica	0	0	2,904	0	4,146	7,050
Denmark	0	0	0	0	1,273	1,273
Dom. Republic	0	0	9,644	0	641	10,285
Ecuador	1,951	0	7,261	0	573	9,785
Guatemala	0	0	0	0	726	726
Honduras	2,133	0	415	0	73	2,621
India	68,649	0	0	0	0	68,649
Ireland	0	0	13,369	0	0	13,369
Japan	45,737	3,763	1,462	2,913	26,672	80,547
Korea	5	0	0	0	24	29
Malaysia	0	0	0	0	603	603
Mexico	19,444	16	0	35	6,557	26,052
New Zealand	17,068	0	0	0	0	17,068
Panama	0	0	1,718	0	392	2,110
Peru	2,778	0	0	0	5,244	8,022
Philippines	0	0	0	0	6,288	6,288
Puerto Rico	0	0	978	0	132	1,110
Taiwan	22,182	0	0	0	0	22,182
Thailand	0	0	0	0	851	851
Venezuela	0	0	1,334	0	0	1,334
West Germany	247	0	0	0	0	247
TOTAL AG:	264,808	29,210	167,705	2,948	85,585	550,256
NON-AGRICULTURAL						
Brazil	2,111	-	-	0	0	2,111
Japan	25	-	-	0	52	77
Mexico	3,215	-	-	72	28	3,315
Puerto Rico	6	-	-	0	0	6
Sweden	558	-	-	0	0	558
TOTAL NON-AG:	5,915	-	-	72	80	6,067
TOTAL EXPORTS:	270,723	29,210	167,705	3,020	85,665	556,323

POTASH & PHOSPHATE INSTITUTE
DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

CALENDAR 1986

AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	2,891	1,522	382	1,124	2,621	8,540
AK	Alaska	0	0	0	0	0	0
AZ	Arizona	400	48	291	2	298	1,039
AR	Arkansas	14	1,870	5,555	13	694	8,146
CA	California	18,365	14,550	8,292	14	10,338	51,559
CO	Colorado	1,931	140	3,894	61	550	6,576
CT	Connecticut	0	0	5	0	593	598
DE	Delaware	0	0	0	0	643	643
FL	Florida	525	0	40	0	36,705	37,270
GA	Georgia	2,484	15	86	9	13,404	15,998
HI	Hawaii	181	3,655	0	0	525	4,361
ID	Idaho	2,369	6,308	8,921	0	80	17,678
IL	Illinois	70	2,109	9,039	218	2,335	13,771
IN	Indiana	0	0	0	0	1,609	1,609
IA	Iowa	264	560	9,151	0	904	10,879
KS	Kansas	3,071	5,508	15,636	973	1,115	26,303
KY	Kentucky	28	0	900	0	3,792	4,720
LA	Louisiana	1,424	5,831	10,167	536	86	18,044
ME	Maine	0	0	0	0	760	760
MD	Maryland	0	0	0	0	856	856
MA	Massachusetts	0	0	0	93	1,202	1,295
MI	Michigan	6	0	0	14	1,854	1,874
MN	Minnesota	1,301	15	610	9	3,310	5,245
MS	Mississippi	14	273	1,059	27	466	1,839
MO	Missouri	6,786	7,349	41,368	661	1,161	57,325
MT	Montana	0	15	121	0	30	166
NE	Nebraska	971	282	2,851	16	5,524	9,644
NV	Nevada	0	37	0	0	363	400
NH	New Hampshire	0	0	0	0	76	76
NJ	New Jersey	0	0	0	25	991	1,016
NM	New Mexico	88	2,103	3,544	863	1,985	8,583
NY	New York	0	0	0	0	2,229	2,229
NC	North Carolina	488	0	0	0	6,331	6,819
ND	North Dakota	0	0	0	0	57	57
OH	Ohio	0	0	0	15	4,599	4,614
OK	Oklahoma	1,010	3,062	13,913	302	768	19,055
OR	Oregon	533	1,776	3,738	0	1,532	7,579
PA	Pennsylvania	181	0	969	42	2,993	4,185
RI	Rhode Island	0	0	0	0	85	85
SC	South Carolina	835	0	0	50	4,856	5,741
SD	South Dakota	0	0	48	0	0	48
TN	Tennessee	0	0	30	28	1,770	1,828
TX	Texas	28,737	26,237	57,941	6,414	7,834	127,163
UT	Utah	204	108	1,008	162	92	1,574
VT	Vermont	0	0	0	0	373	373
VA	Virginia	0	0	0	0	1,549	1,549
WA	Washington	3,772	336	606	0	1,922	6,636
WV	West Virginia	0	0	0	0	22	22
WI	Wisconsin	144	0	0	0	3,628	3,772
WY	Wyoming	17	229	107	0	242	595
	TOTAL U.S.:	79,104	83,938	200,272	11,671	135,752	510,737
CANADA							
AB	Alberta	0	0	0	0	1	1
BC	Brit. Columbia	0	0	0	0	360	360
MB	Manitoba	0	0	0	0	0	0
NB	New Brunswick	0	0	0	0	673	673
NF	Newfoundland	0	0	0	0	0	0
NS	Nova Scotia	0	0	0	0	39	39
ON	Ontario	0	0	(58)	0	6,286	6,228
PE	Pr.Edward Isle	0	0	0	0	569	569
PQ	Quebec	0	0	0	0	2,475	2,475
SK	Saskatchewan	0	0	0	0	0	0
	TOTAL CAN:	0	0	(58)	0	10,403	10,345
TOTAL DOM. AG:		79,104	83,938	200,214	11,671	146,155	521,082
EXPORT SALES:		264,808	29,210	167,705	2,948	85,585	550,256
TOTAL AG SALES:		343,912	113,148	367,919	14,619	231,740	1,071,338

POTASH & PHOSPHATE INSTITUTE

DOMESTIC POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

CALENDAR 1986

NON-AGRICULTURAL		STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL	Alabama	2,672	-	-	581	5	3,258
AK	Alaska	0	-	-	0	0	0
AZ	Arizona	41	-	-	0	28	69
AR	Arkansas	14	-	-	14	165	193
CA	California	7,742	-	-	87	737	8,566
CO	Colorado	1,426	-	-	63	0	1,489
CT	Connecticut	97	-	-	3	0	100
DE	Delaware	5,150	-	-	0	0	5,150
FL	Florida	739	-	-	0	1,309	2,048
GA	Georgia	79	-	-	26	444	549
HI	Hawaii	0	-	-	0	49	49
ID	Idaho	0	-	-	0	24	24
IL	Illinois	301	-	-	25	21	347
IN	Indiana	36	-	-	0	44	80
IA	Iowa	421	-	-	11	58	490
KS	Kansas	973	-	-	61	127	1,161
KY	Kentucky	0	-	-	0	22	22
LA	Louisiana	352	-	-	123	10	485
ME	Maine	14	-	-	0	0	14
MD	Maryland	0	-	-	0	0	0
MA	Massachusetts	367	-	-	31	110	508
MI	Michigan	103	-	-	22	16	141
MN	Minnesota	28	-	-	0	48	76
MS	Mississippi	39,529	-	-	34	5	39,568
MO	Missouri	449	-	-	160	570	1,179
MT	Montana	0	-	-	0	0	0
NE	Nebraska	14	-	-	0	44	58
NV	Nevada	0	-	-	26	204	230
NH	New Hampshire	0	-	-	0	0	0
NJ	New Jersey	186	-	-	0	0	186
NM	New Mexico	16,205	-	-	1,732	1	17,938
NY	New York	111	-	-	0	3	114
NC	North Carolina	72	-	-	0	98	170
ND	North Dakota	0	-	-	0	0	0
OH	Ohio	93	-	-	4,597	17	4,707
OK	Oklahoma	6,767	-	-	301	131	7,199
OR	Oregon	25	-	-	0	21	46
PA	Pennsylvania	1,068	-	-	0	198	1,266
RI	Rhode Island	32	-	-	0	0	32
SC	South Carolina	29	-	-	26	62	117
SD	South Dakota	0	-	-	0	0	0
TN	Tennessee	144	-	-	0	135	279
TX	Texas	19,500	-	-	1,903	34	21,437
UT	Utah	6,286	-	-	0	42	6,328
VT	Vermont	311	-	-	0	0	311
VA	Virginia	0	-	-	0	0	0
WA	Washington	2,309	-	-	12	56	2,377
WV	West Virginia	0	-	-	0	0	0
WI	Wisconsin	145	-	-	0	24	169
WY	Wyoming	66	-	-	0	0	66
	TOTAL U.S.:	113,896	-	-	9,838	4,862	128,596
CANADA							
AB	Alberta	0	-	-	0	0	0
BC	Brit. Columbia	0	-	-	0	0	0
MB	Manitoba	0	-	-	0	0	0
NB	New Brunswick	0	-	-	0	0	0
NF	Newfoundland	0	-	-	0	0	0
NS	Nova Scotia	0	-	-	0	0	0
ON	Ontario	0	-	-	35	266	301
PE	Pr.Edward Isle	0	-	-	0	0	0
PQ	Quebec	0	-	-	0	0	0
SK	Saskatchewan	0	-	-	0	0	0
	TOTAL CAN:	0	-	-	35	266	301
TOTAL DOM. NON-AG:		113,896	-	-	9,873	5,128	128,897
EXPORT SALES:		5,915	-	-	72	80	6,067
TOTAL NON-AG:		119,811	-	-	9,945	5,208	134,964
GRAND TOTAL:		**463,723**	**113,148**	**367,919**	**24,564**	**236,948**	**1,206,302**

4/17/87 A8720-2

POTASH & PHOSPHATE INSTITUTE
POTASH REPORT SUMMARY
(Short Tons K20)

PR 0187
March 12, 1987

• REVISED (4/03/87)

JANUARY

	CANADIAN PRODUCERS 1987	1986	Change %	UNITED STATES PRODUCERS 1987	1986	Change %	TOTAL CANADIAN & U.S. PRODUCERS 1987	1986	Change %
Beginning Inventory	1,693,794	1,946,547	-13.0%	406,745	356,990	13.9%	2,100,539	2,303,537	-8.8%
(+) Production	583,580	581,756	.3%	71,712	61,139	17.3%	655,292	642,895	1.9%
(-) Ending Inventory	1,432,793	1,760,832	-18.6%	383,854	307,542	24.8%	1,816,647	2,068,374	-12.2%
(=) Total Disappearance	844,581	767,471	10.0%	94,603	110,587	-14.5%	939,184	878,058	7.0%
(-) Exports	232,523	143,737	61.8%	24,009	45,232	-46.9%	256,532	188,969	35.8%
(=) Disappearance-Canada & United States	612,058	623,734	-1.9%	70,594	65,355	8.0%	682,652	689,089	- .9%

SEVEN MONTHS (JULY-JANUARY) OF THE FERTILIZER YEAR

	CANADIAN PRODUCERS 1986/87	'85/86	Change %	UNITED STATES PRODUCERS 1986/87	'85/86	Change %	TOTAL CANADIAN & U.S. PRODUCERS 1986/87	'85/86	Change %
Beginning Inventory	1,690,234	2,049,854	-17.5%	294,222	300,800	-2.2%	1,984,456	2,350,654	-15.6%
(+) Production	4,037,068	3,850,656	4.8%	778,237	688,884	13.0%	4,815,305	4,539,540	6.1%
(-) Ending Inventory	1,432,793	1,760,832	-18.6%	383,854	307,542	24.8%	1,816,647	2,068,374	-12.2%
(=) Total Disappearance	4,294,509	4,139,678	3.7%	688,605	682,142	.9%	4,983,114	4,821,820	3.3%
(-) Exports	•1,676,106	1,099,257	52.5%	•343,333	271,678	26.4%	•2,019,439	1,370,935	47.3%
(=) Disappearance-Canada & United States	•2,618,403	3,040,421	-13.9%	•345,272	410,464	-15.9%	•2,963,675	3,450,885	-14.1%

MONTH-END INVENTORIES - CANADIAN AND U.S. PRODUCERS
(000's Short Tons K20)

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
FY 1986/87	1,885	1,921	1,811	2,092	2,365	2,101	1,817					
FY 1985/86	2,186	2,077	2,037	2,205	2,452	2,304	2,068	1,998	2,202	1,894	1,805	1,984

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

JANUARY, 1987

	PRODUCTION		ENDING INVENTORY, JANUARY 31				DISAPPEARANCE	
	1987	JAN 1986	MINE SITE	OFFSITE	1987	1986	1987	JAN 1986
MURIATE								
Special Std.	26,208	23,717	16,504	16,187	32,691	62,172	24,308	4,580
Standard	156,349	161,332	410,830	121,857	532,687	677,858	190,804	207,013
Chemical	4,694	6,568	4,877	4,999	9,876	13,206	3,673	6,804
Coarse	165,689	170,074	122,577	216,925	339,502	485,071	350,836	275,186
Granular	215,855	215,478	273,048	302,297	575,345	600,283	295,526	297,986
Soluble	70,594	42,967	137,379	111,499	248,878	127,462	58,344	71,972
SULPHATES	15,903	22,759	57,368	20,300	77,668	102,322	15,693	14,517
TOTAL	655,292	642,895	1,022,583	794,064	1,816,647	2,068,374	939,184	878,058

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES JANUARY	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1987	JAN 1986	1987	JAN 1986	1987	JAN 1986	1987	JAN 1986	1987	1986
MURIATE										
Special Std	16	-	24,296	4,065	-	-	-	-	24,312	4,065
Standard	38,503	45,197	168,393	150,778	15,758	17,814	271	311	222,925	214,100
Chemical	-	-	-	-	3,451	3,734	175	76	3,626	3,810
Coarse	352,626	336,924	26,153	6,761	372	-	-	-	379,151	343,685
Granular	255,854	287,422	29,550	15,430	4,431	-	-	-	289,835	302,852
Soluble	50,710	46,265	3,110	2,789	10,323	15,214	-	6,080	64,143	70,348
SULPHATES	14,476	11,973	4,569	2,679	140	375	15	-	19,200	15,027
TOTAL	712,185	727,781	256,071	182,502	34,475	37,137	461	6,467	1,003,192	953,887